

ONLINE TRAINING

COURSE LIST



Contact Us



COMPLIANCE
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Popular Courses

Compliance/Regulatory

- 🕒 Corporate Governance and Directors Responsibilities
SM&CR
- 🕒 Conduct Rules for Managers
- 🕒 Staff Conduct Rules
- 🕒 GDPR
- 🕒 Diversity and Inclusion
- 🕒 Employment Law
- 🕒 Fraud and Financial Crime
- 🕒 Whistleblowing
- 🕒 The Insurance Distribution Directive
- 🕒 Money Laundering
- 🕒 Client Money
- 🕒 Bribery Act
- 🕒 Complaint Handling
- 🕒 Roles & Responsibilities of Approved Person
- 🕒 Treaty Customers Fairly
- 🕒 Cyber & Data Protection
- 🕒 Vulnerable Customers
- 🕒 Health & Safety
- 🕒 Environmental Social Governance

Hot Topics

- 🕒 Virtual Meetings are here to stay - how to make them productive
- 🕒 Mastering Remote Leadership
- 🕒 Managing Hybrid Teams
- 🕒 Maintaining Focus & Motivation
- 🕒 Workplace Wellbeing

Insurance (Technical and FCA Compliance)

- Financial Crime Awareness
- Private Motor Insurance - Introduction
- Principles of Insurance
- Money Laundering
- Data Protection Act
- General Data Protection Regulation
- Complaint Handling in a Regulated Environment
- Private Motor Insurance - Non Standard Risks
- Travel Insurance
- Fraud and Fraudulent Claims
- Bribery Act 2010
- Claims Handling - Introduction
- Vulnerable Customers
- Claims Litigation
- Handling Injury Claims - Introduction Cyber Liability Insurance
- Product Liability - Policy Cover
- Equality Act 2010
- Financial Conduct Authority - Client Money Financial Conduct Authority - Conduct Risk Financial Conduct Authority - The Role and Responsibilities of Approved Persons
- Payment Card Data Security
- SM&CR - Staff Conduct Rules
- SM&CR - Conduct Rules for Senior Managers
- Future of Regulation
- The Senior Managers and Certification Regime
- Public Liability Policy cover
- Employment Practices Liability Insurance
- Product Liability Introduction Commercial Vehicle - Underwriting
- Employers Liability Legislation - Intermediate
- Property Owners
- Professional Indemnity Insurance Introduction
- Property Claims - Introduction
- Reinsurance - Introduction
- Professional Indemnity Insurance Introduction Part 2
- Professional Indemnity - How Legal Liability Arises
- Employers' Liability- Introduction
- Consumer Insurance (Disclosure and Representations) Act 2012
- Directors and Officers Liability Insurance
- Dealing with Challenging Customers
- Public Liability- Underwriting
- Environmental Risk Management

- General Risk Management and Contingency Planning
- General Insurance Market
- The Insurance Distribution Directive
- The Modern Slavery Act 2015
- UK Financial Sanctions Regime
- Financial Conduct Authority - Contract Certainty
- Financial Conduct Authority - Introduction to Regulation of the General Insurance Industry
- Financial Conduct Authority - Whistleblowing
- Motor Claims
- Contract Works - Introduction
- Church Insurance
- Farm Insurance
- Blocks of Flats Insurance
- Care Home Insurance
- Business Interruption Insurance - Introduction
- Contract Works in Contract Conditions
- Freight Liability Insurance - Introduction
- Sprinkler Leakage Insurance
- Fidelity Guarantee
- Engineering Insurance
- Commercial Packages
- Hotel Insurance
- Goods in Transit Insurance
- Business Interruption - Underwriting
- The Enterprise Act 2016
- Liabilities to the Public and Customers
- Marine Cargo
- Agency Law - Introduction
- English Legal System
- Motor Fleet Insurance - Introduction
- Contract Law - Introduction
- The Insurance Act 2015
- Public and Private Hire
- Motor Fleet Insurance - Underwriting and Pricing
- Motor Trade Introduction
- Commercial Vehicle Insurance - Introduction
- Caravan Insurance
- GAP Insurance
- Motorcycle Insurance - Introduction
- Motor Legal Expenses
- Motor Insurance Legislation
- Private Motor Underwriting Introduction
- Household Insurance - Non-Standard Risks
- Household Liability Insurance
- Non-Standard Home Insurance Moral Rating Factors
- Non-Standard Home Insurance Physical Rating Factors
- Household Legal Expenses
- Household Insurance - Introduction
- UK General Insurance Market Bodies
- History of Lloyd's and the London Market
- Group personal Accident Policy Cover
- Pet Horse and Pony Insurance
- Yacht and Small Craft Insurance

- ⦿ Payment Protection Insurance
- ⦿ Wedding Insurance
- ⦿ Private Medical Insurance Introduction
- ⦿ Personal Accident Insurance Introduction
- ⦿ Principles of Insurance Intermediate
- ⦿ Risk Management an Introduction
- ⦿ The Insurance Conduct of Business Sourcebook (ICOBS) - Introduction
- ⦿ Warehousing
- ⦿ Loss Adjusting
- ⦿ The Insurance Broker
- ⦿ Property Surveying - Introduction
- ⦿ Data Security
- ⦿ Terrorism
- ⦿ Treating Customers Fairly
- ⦿ Financial Conduct Authority - Conflicts of Interest
- ⦿ Aviation
- ⦿ Commercial Legal Expenses
- ⦿ Regulation of the Travel Insurance Industry Reference Information
- ⦿ General Data Protection Regulation - A Practical Guide for Data Processors
- ⦿ Risk Management and Contingency Planning

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Start Your Dream Career

★ ★ BROADCASTING THE KNOWLEDGE OF COMPLIANCE AND AML TO THE GLOBE



GLOBAL COMPLIANCE INSTITUTE



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Business and Soft Skills

Managing Clients & Prospects Remotely

- Maintaining Relationships & Customer Service
- Hosting Virtual Meetings & Prospect Meetings
- Selling Over the Telephone
- Presenting with Confidence
- Stakeholder Management
- Sales and Business Development
- Finance for Non-Financial Managers

Managing Teams & People Remotely

- Key Skills to Manage Remote Teams
- Maintaining Team Community & Morale
- Communicating with Remote Teams

Managing Yourself when Working Remotely

- Building Resilience
- Time Management

Hot Topics

- Virtual Meetings are here to stay - make them productive
- Mastering Remote Leadership
- Managing Hybrid Teams
- Maintaining Focus & Motivation

- Personal Effectiveness
- Assertiveness & Self Confidence
- Wellbeing Tips
- Maintaining Focus & Motivation
- Combating Isolation
- Setting Individual Targets

Broker Programs

- Business Development & Prospecting
- Networking for Brokers
- Consultative Selling
- Selling in a Hard Market
- Account Executive Skills
- Account Handler Skills
- Understanding Financial Statements &
- Company Accounts

Insurer/Underwriter Programs

- Proactive Trader
- Achieving Excellence
- Selling in a hard Market

- Workplace Wellbeing

ILM Programs

Effective Team Member Skills:

- 🕒 Level 2 Award in Effective Team Member Skills

Leadership and Team Skills:

- 🕒 Level 2 Award in Leadership and Team Skills
- 🕒 Level 2 Certificate in Leadership and Team Skills

Leadership and Management:

- 🕒 Level 3 Certificate in Principles of Leadership & Management
- 🕒 Level 3 Award in Leadership & Management
- 🕒 Level 3 Award in Leadership & Management
- 🕒 Level 3 Certificate in Leadership & Management
- 🕒 Level 3 Certificate in Leadership & Management
- 🕒 Level 3 Diploma in Leadership & Management
- 🕒 Level 4 Award in Leadership & Management

- 🕒 Level 4 Certificate in Leadership & Management
- 🕒 Level 5 Award in Leadership & Management Level 5 Certificate in Leadership & Management
- 🕒 Level 5 Certificate in Leadership & Management

Coaching and Mentoring:

- 🕒 Level 3 Certificate in Coaching
- 🕒 Level 3 Certificate in Mentoring
- 🕒 Level 3 Certificate in Mentoring
- 🕒 Level 5 Certificate in Coaching and Mentoring

Executive Coaching and Mentoring:

- 🕒 Level 7 Certificate in Executive Coaching & Mentoring
- 🕒 Level 7 Certificate in Executive and Senior Level Coaches and Mentors

Redefining risk



Providing bespoke solutions for complex & emerging risks

Book A Call Today!



Sales and Business Development

- 🕒 Business Development
- 🕒 Telesales
- 🕒 Branding and Brand Management
- 🕒 Structuring Sales Meetings
- 🕒 Social Media Branding
- 🕒 Product Lifecycles
- 🕒 Overcoming Objections
- 🕒 Networking
- 🕒 Creating a Social Media Strategy
- 🕒 Marketing Skills
- 🕒 Measuring Social Media
- 🕒 Negotiating Skills
- 🕒 How to Plan for Success
- 🕒 How to Create Persona's
- 🕒 Handling Pricing Objections
- 🕒 Developing a Marketing Plan
- 🕒 How to Carry out a Competitor Analysis
- 🕒 Consultative Selling Closing Techniques
- 🕒 Business Development Building a Sales Pipeline
- 🕒 Listening Skills
- 🕒 Writing Meeting Minutes
- 🕒 Telephone Techniques Inbound calls
- 🕒 Telephone Etiquette
- 🕒 Questioning Techniques
- 🕒 Presenting with Confidence
- 🕒 Overcoming Nerves When Presenting
- 🕒 Meeting Skills - Top Tips
- 🕒 Making a Good First Impression
- 🕒 Upselling and Cross-Selling
- 🕒 The Importance of Listening
- 🕒 The Buying & Selling Process
- 🕒 The Five Ps and Social Media

Strategy & Planning

- 🕒 Using the GROW Model
- 🕒 Finance 101
- 🕒 The Benefits of Coaching and Mentoring
- 🕒 Team Dynamics Forming, Storming, Norming, Performing
- 🕒 Setting up a Successful Mentoring Programme
- 🕒 Setting Business Focused Goals And Targets for Success
- 🕒 Quality Management
- 🕒 Project Management
- 🕒 Planning Skills
- 🕒 Consulting Skills
- 🕒 Managing Meetings
- 🕒 Time Management and Systematic Thinking
- 🕒 Creating a Team Charter
- 🕒 Reflective and Creative Thinking
- 🕒 Time Management
- 🕒 Selecting the Right Candidate for the Role - Top Tips
- 🕒 Performance Management Cycle

Management & Leadership

- Leading Ethically as well as Effectively
- Effective Leadership Action Plan
- Influencing Skills
- Interview Skills
- Difficult Conversations
- Understanding Motivation using Maslow & Herzberg Theories
- Motivating a Sales Team
- How to Be a Mentor
- What is Coaching?
- Behaving Confidently
- Giving and Receiving Feedback using The Johari Window
- How to Find and Recruit Great People
- Effective Recruitment
- Effective mentoring relationships
- Developing Self-awareness
- Dealing with Resistance to Change
- Managing High Performers
- Assertiveness and Self-confidence
- Motivating and Influencing
- Recruiting the Right People
- Mentoring
- Working Under Pressure
- The Learning Organisation
- Stress Management
- Sales Skills
- Questioning Skills
- Quality Management
- Project Management
- Managing Performance
- Managing Ethics
- Managing Diversity
- Managing Conflict
- Interviewing Skills
- Influencing & Negotiating Skills
- Health and Safety
- Giving Constructive and Receiving Critical Feedback
- Getting the Most from Your Appraisal
- Freedom of Information Act
- Flexible Working - Employers Responsibilities
- Financial Reporting
- Evaluating and Solving Problems
- Essentials of Effective Leadership
- Diversity In Practice
- Discrimination at Work
- Developing your Team
- Decision Making

- 🕒 Dealing With Stress
- 🕒 Dealing with Difficult People
- 🕒 Customer Relationships
- 🕒 Cost Benefit Analysis
- 🕒 Conducting an Appraisal
- 🕒 Communication
- 🕒 Change Management
- 🕒 Budgeting
- 🕒 Assertiveness
- 🕒 Alcohol Dependency in the Workplace
- 🕒 Presentation Skills
- 🕒 Managing Resources and Competing Needs
- 🕒 Managing Information
- 🕒 Leadership
- 🕒 Inspirational Leadership



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**YOU DON'T USE COMPLIANCE
CONSULTANT AND YOU WONDER**

**WHY IT TAKES
SO LONG?**

Financial Services

- Financial Services - AF4 Investment Planning Study Notes
- Financial Services - RO2 Investment Principles and Risk Study Notes
- Financial Services - RO3 Personal Taxation Study Notes
- Financial Services -.J10 Discretionary Investment Management - A Guide to Calculations
- Financial Services - How to pass RO6 - Financial Planning Practice
- Financial Services - AF1: Personal Tax and Trust Planning Study Notes
- Financial Services - RO4 Pensions and Retirement Planning Study Notes
- Financial Services - Estate Planning and Inheritance Tax 2020
- Financial Services - Specialist Investments 2020
- Financial Services - Protection 2020 Financial Services - Personal Taxation 2020 Financial Services - Pension Benefits 2020
- Financial Services - Pension Planning and Accumulation 2020
- Financial Services - Mortgages 2020 Financial Services - Investments 2020
- Financial Services - General Insurance 2020 Financial Services - Regulation & Ethics 2020
- Financial Services - Equity Release 2020

Compliance Consultant Unique Courses

- 🕒 Digital Customer Onboarding (Individual)
- 🕒 Financial Crime
- 🕒 Introduction to FCA Regulation
- 🕒 FCA Code of Conduct (COCON)
- 🕒 Conflicts of Interest
- 🕒 SARS and Adverse Media Analysis
- 🕒 Complaint Handling in a Regulated Environment
- 🕒 MLR2017/19 AML/CTF Controls (inc DD & SARs)
- 🕒 Responsibilities of the MLRO
- 🕒 ABC Training – What it means to you

